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Message Text

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47
ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 USIA-15 EURE-00 /027 W
---------- 029946
P R 251507Z FEB 74
FM AMEMBASSY PRAGUE
TO SECSTATE WASHDC PRIORITY 5831
USDOC PRIORITY
INFO AMEMBASSY BUCHAREST
AMEMBASSY MOSCOW
AMEMBASSY VIENNA
AMEMBASOY WARSAW

UNCLAS PRAGUE 0384

VIENNA FOR USEWTC

E.O. 11652: N/A
TAGS: BEXP, ETEL, CZ
SUBJECT: PROPOSED TECHNICAL SALES SEMINAR-TELECOMMUNICATIONS
(MID SEPTEMBER 1974)
REF: A) USDOC 1967; B) STATE A-750 OF JAN 25, 1974; C)MOSCOW 1834.

1. ALTHOUGH REPRESENTATIVE OF KOVO FOREIGN TRADE CORPORATION RESPONSIBLE FOR IMPORTS OF TELECOMMUNICATIONS EQUIPMENT WAS OF OPINION THAT SEMINAR WOULD BE OF CONSIDERABLE INTEREST TO KOVO'S DOMESTIC CUSTOMERS, HE ADVISED US TO CHECK FIRST WITH FEDERAL MINISTRY OF COMMUNICATIONS BEFORE MAKING POSITIVE ASSESSMENT OF PROPOSED SEMINAR'S CHANCES FOR SUCCESS. IN SUBSEQUENT DISCUSSIONS WITH ACTING DEPUTY MINISTER OF COMMUNICA-TIONS WE WERE TOLD THAT MINISTRY COULD NOT SUPPORT KOVO'S POINT OF VIEW, THAT VISIT BY U.S. TELECOMMUNI-CATIONS EXPERTS IN FIELDS OUTLINED REFTEL WOULD NOT "COINCIDE" WITH MINISTRY'S FUTURE PLANS FOR IMPORTS FROM ABROAD. MINISTRY THEREFORE DOES NOT CONSIDER THAT VISIT WOULD BE USEFUL FOR PERIOD PROPOSED. INSTEAD, ACTING DEPUTY MINISTER STATED MINISTRY'S INTENTION TO SEND SPECIALISTS FROM TELECOMMUNICATIONS INDUSTRY AND GOVERNMENT AGENCIES TO U.S. EXHIBITION AT MOSCOW TELE-
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COMMUNICATIONS TRADE FAIR IN MAY 1975.

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2. WITHOUT MINISTRY SUPPORT AND/OR CO-SPONSORSHIP WE SEE LITTLE CHANCE OF ATTRACTING KEY PERSONNEL IN TELECOMMUNICATIONS INDUSTRY TO ATTEND EVENT, EVEN SMALLER CHANCE THAT SALES SEMINAR WOULD GENERATE ANY NEAR-TERM BUSINESS. ACCORDINGLY, EMBASSY BELIEVES THAT IT WOULD NOT BE IN PARTICIPANTS' BEST INTEREST TO ATTEMPT TO STAGE TECHNICAL SALES SEMINAR IN TELECOMMUNICATIONS IN CZECHOSLOVAKIA AT THIS TIME.

3. EMBASSY NOTES THAT INFORMATION ON CZECHOSLOVAK TELECOMMUNICATIONS INDUSTRY REQUESTED BY MR. KENNETH BRESNER IN CIRCULAR MEMO DATED JANUARY 11 WAS PROVIDED UNDER COVER OF LETTER TO HIM DATED JANUARY 30TH. AT PRESENT WE HAVE NO FURTHER MARKET INFORMATION TO ADD TO THAT ALREADY PROVIDED BRESNER.
WORTZEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELECOMMUNICATION, TRADE PROMOTION, SALES, EXHIBITS, MINISTERIAL VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 25 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974PRAGUE00384
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: PRAGUE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740211/aaaaakes.tel
Line Count: 78
Locator: TEXT ON-LINE
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) USDOC 1967; B) STATE A-750 OF JAN
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 04 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 MAR 2002 by bryansd0>; APPROVED <01 MAY 2002 by golinofr>
Review Markings:

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US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PROPOSED TECHNICAL SALES SEMINAR-TELECOMMUNICATIONS (MID SEPTEMBER 1974)
TAGS: BEXP, ETEL, CZ
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

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